

Message Text

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PAGE 01 SOFIA 02136 220825Z

12

ACTION EUR-12

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TO USDOC WASHDC

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E.O. 11652: N/A

TAGS: EEWT, BU

SUBJECT: BULGARIAN INTEREST IN PLANT MANUFACTURING VALVES AND
PIPE FITTINGS

REF: SOFIA 2132

1. DURING COURTESY CALL ON OGNAN DOYNOV, DEPUTY PREMIER WHO SUCCEEDED POPOV AS SENIOR ECONOMIC COORDINATOR OF BULGARIAN GOVERNMENT, HE REQUESTED ASSISTANCE IN DETERMINING THE DEGREE OF INTEREST OF ROCKWELL INTERNATIONAL IN SUBMITTING PROPOSALS FOR A PLANT TO MANUFACTURE VALVES AND PIPE FITTINGS.

2. DOYNOV SAID THIS PROJECT HAD BEEN MENTIONED ONLY IN PASSING WHEN THE POPOV DELEGATION VISITED ROCKWELL IN LOS ANGELES, PROBABLY BECAUSE OF ADVANCED STAGE OF NEGOTIATIONS WITH AN ITALIAN COMPANY. UPON HIS RETURN TO SOFIA IT HAD BEEN DECIDED, HOWEVER, TO GO SLOW WITH THE ITALIAN FIRM PENDING RECEIPT OF A PROPOSAL FROM ROCKWELL WHICH SEEMED BETTER QUALIFIED IN THE FIELD.

3. THE SPECIFICATIONS, UNFORTUNATELY, HAVE LEFT HERE ONLY LAST WEEK AND MAY THUS BE JUST ARRIVING IN LOS ANGELES (AND WE BELIEVE MAY NOT HAVE LEFT HERE EVEN WEEK AGO SINCE SOFIA AIRPORT HAS BEEN FOGGED IN FOR SOME DAYS). HIS PROBLEM, HE SAID, IS GETTING SOME PRELIMINARY INDICATION FROM ROCKWELL WHETHER THEY ARE

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SERIOUSLY INTERESTED IN THE PROJECT.

4. REQUEST DOC TAKE UP CONTACT WITH ROCKWELL INTERNATIONAL AND ENCOURAGE THEM TO GIVE A GENERAL PRELIMINARY REPLY WHICH WOULD CONTAIN SOME GUIDANCE TO THE BULGARIANS. DOYNOV SAID HE THOUGHT ROCKWELL TO BE COMPETITIVE AND PERHAPS WOULD DO A BETTER JOB THAN THE ITALIANS, BUT HE WOULD FIND IT DIFFICULT TO HOLD UP FURTHER DISCUSSIONS WITH ITALIANS IF ROCKWELL UNABLE OR UNWILLING TO PROCEED EXPEDITIOUSLY.

5. PLEASE LET US KNOW WHAT YOU FIND OUT.

HERZ

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Message Attributes

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Disposition Action: RELEASED
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Disposition Authority: garlanwa
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
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Disposition History: n/a
Disposition Reason:
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